



WELCOME

***22d CONTRACTING
SQUADRON***

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Mission



- **MISSION:**

Directly supports over 3000 DoD personnel in the largest tanker wing in Air Mobility Command. Provides operational support for assigned KC-135R aircraft. Prepares, awards, and administers contracts for construction, supplies, and services with an annual value exceeding \$30 million. Trains, equips, and deploys contracting officers to execute contingency contracting worldwide.



22d Contracting Squadron Key Statistics



- Total FY03 Awards - \$32.6M
- GSA Federal Schedule Contracts - \$5.2M
 - \$ Large Business - \$2.2M
 - \$ Small Business - \$3.0M
- SB = \$23M
- SDB/8(a) = \$8.6M SDV = \$1.6M
- WOB = \$5.2M HubZone = \$8.1M
- Government Purchase Card = \$11.5M
- # Cardholders - 450+



Stats Continued...



- Supplies & Equipment \$4.6 M
- Services \$10.6M
- Construction \$13.5M
- Utilities \$ 3.9M
- Wichita/Sedgwick County \$15.4M
- State of Kansas \$19.1M



Socio-Economic Program

Goals deployed by Department of
Defense to Agency (Air Force, Army,
Navy, DLA) to bases

Small Business
Disadvantaged
Women-Owned
HubZone
Service Disabled Veteran



Contract Requirements



Custodial Services, 5yr, \$5M, Comp 8(a), May 04

Grounds Maintenance, 5yr, \$3.5M, Comp 8(a), May
04

Hanger Door Maintenance, 5yr, \$550K, SBS, May 04

Postal Services, 5yr, \$450K, SS 8(a)m May 04

HazWaste Management, 5yr, \$550K, SBS, May 08

Laundry/Dry Cleaning, 5yr, \$375K, 8(a), May 05

Recycling Services, 5yr, \$760K, NISH, May 08

Sports Officials, 5yr, \$385K, SBS, May 05



Contract Requirements



Refuse Collection, 5yr, \$1.8M, 8(a), May 06

Furnishings Mgt., 5yr, \$500K, SBS, May 06

SABER, 5yr, \$20M, 8(a), Apr 04

Animal Control, 5yr, \$488K, SBS, Sep 06

Packing & Crating, 3yr, \$750K, SBS, Jul 04

Transient Acft., 5yr, \$1.5M SBS, May 07

MFH Maintenance, 5yr, \$5.4M, 8(a), May 07

Mess Attendant Serv., 10yr, \$8.3M,
8(a) May 12



Contract Requirements



FY 04/05 Design

Repair AFFF Fire Pump Station

Repair AFFF Maintenance Hangar

AFFF Storage Maintenance Hangar

Cathodic Protection Fire Main

Repair Fitness Center

Repair Engineering Offices

Repair Building 806



Contract Requirements



FY 04/05 Construction

Repair Dorm Chiller
Add/Repair Bldg 714
Construct Running Track
HVAC

Repair Elect Distribution
Afld Paint/Rubber Removal
Construct Weapons Vault
Afld Pavement Markings

Repair Alert Facility
Repair Tennis Courts

Repair BURS Roof
Repair VI, Bldg 1120
Replace Roof

Repair Runway Overrun
Maintain East Runway
Replace Generators
Repair runway lights

Repair SFS Building
Repair Fire Main



Other Opportunities



- Specialty Clothing Safety Equip
- Communications Equip Office Supplies
- Furniture Medical Equip
- Floor Coverings Tools
- HVAC Equip Generators
- Building Materials Construction Equip
- Recreational Fire Support



DOING BUSINESS WITH US



Government Purchase Card





Government Purchase Card

- Formally known as....

SMART PAY (INTERNATIONAL
MERCHANT PURCHASE
AUTHORIZATION CARD, I.M.P.A.C.)

- Used for Micro Purchases (<\$2500.)



Micro Purchases

- The Federal Acquisition Streamlining Act of 1994 facilitates the use of the government-wide purchase card. With it, government personnel can make purchases below \$2,500 without normal competition (fair and reasonable market price)
- Micro-purchase threshold means \$2,500 as set by the Federal Acquisition Regulation
- The government-wide purchase card is used to make micro-purchases of supplies or services, the aggregate amount which does not exceed \$2,500 (Construction - < \$2000)



DOING BUSINESS WITH US

Central Contractor Registration (CCR)

- Required by Defense Federal Acquisition Regulation Subpart (DFARS) 204.7302, after May 31, 1998.

How do I register my company in CCR?

Two ways to register in CCR:

- Via the web at <http://www.ccr.gov>
- By submitting a hard copy registration via mail or fax

Department of Defense
Central Contractor Registration
74 Washington Ave N Ste 7
Battle Creek MI 49017-3084

DODBUSOPS.COMM



DOING BUSINESS WITH US

What information do I need to register my business with CCR?

- Data Universal Numbering System (DUNS) number, CAGE Code
- Taxpayer Identification Number (TIN) or Social Security Number (SSN)
- Legal Business Name, Address, and Corporate Status



DOING BUSINESS WITH US



Exceptions To CCR:

- Awards made to foreign vendors for work performed outside the U S
- Purchase Card Transactions
- Classified contracts or purchases (ref FAR 4.401)
- Contracts awarded by deployed contracting officers in the course of contingency/relief operations



DOING BUSINESS WITH US



- Business Advisor Role
- Teaming With Industry
- WEB Sites
- Electronic Posting System
- Personal Contact
- Line Cards
- Government-wide Purchase Card



DOING BUSINESS WITH US



PAST PERFORMANCE INFORMATION
(PPI)



DOING BUSINESS ***WITH US***

- COMPOSED OF THREE ELEMENTS:
- Observations of historical facts of a company's work experience
- Qualitative judgments about the breadth, depth, and relevance of experience
- Qualitative judgements about how well a company performed



DOING BUSINESS WITH US



**PERFORMANCE-PRICE
TRADEOFF (PPT)**



DOING BUSINESS WITH US WHAT IS PPT?



- A practical BEST VALUE source selection strategy
- Permits a trade-off between price/cost and past performance
- A simplified source selection methodology
- More flexible than Lowest Price Technically Acceptable (LPTA) approach
- Applies to both commercial/noncommercial acquisitions
- A more important factor than price



DOING BUSINESS WITH US



Commercial Practices



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COMMERCIAL PRACTICES



- Federal Acquisition Streamlining Act (FASA) of 1994; all government procurement activities are required to:

- Conduct market research to determine if commercial or non developmental items are available

- Acquire commercial items when available

Require prime contractors and



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COMMERCIAL PRACTICES IN USE - WHAT DO WE SEE?

New preference driving major changes in government contracting

Solicitation and specification packages getting smaller

Solicitations contain a streamlined set of commercial clauses and refer to commercial terms and conditions

Specifications rely on commercial standards, or federal, state, or local codes to govern contract performance

Military specifications are removed unless absolutely



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COMMERCIAL PRACTICES IN USE HAVE:

- Increased the number of firms interested in doing business with the government
- Shortened acquisition lead times
- Reduced oversight and proven reliability on contractor's quality systems and record of past performance
- Allowed contracting professionals to use sound business judgment to provide our customers with high



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RESULTS WE'RE LOOKING FOR:

LONG TERM, SUCCESSFUL
BUSINESS RELATIONSHIP THROUGH
MUTUAL UNDERSTANDING



TEAM MCCONNELL SUMMARY



Key Statistics

Contract Requirements

Doing Business with Us

Government Purchase Card

Micro Purchases

Past Performance

Performance Price Trade Off

Commercial Practices

Results



Information used today will be posted at the following
web location:

- <http://public.mcconnell.amc.af.mil/organizations/22cons/smbus.htm>



WEBSITES and SBS



22d AIR REFUELING WING
<http://www.mcconnell.af.mil>

22d CONTRACTING SQUADRON
Marvin T. Baugh, Major, Commander
<http://www.mcconnell.af.mil/22cons>

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Thanks for your support